RJ Reynolds
Tobacco Company

a/1 all Ordered

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August 12, 1993

TO: G. N. Kuruc, Jr.
J. T. Jones
G. B. Brown
J. H. Casey
L. S. Justo
J. A. Miller
R. J. O'Rourke

RE: DORAL/MONARCH B1G1F/Wave II
DORAL B1G1F/Wave III

Gentlemen:

The following pages outline your specific Division and Chain allocations for the above B1G1F allocations.

As a review, "Wave I" MONARCH/DORAL allocations were shipped total gratis product. As you can see, the prebanded B1G1F allocations are rolling out rapidly. Use your Wave I gratis product as quickly as possible.

"Wave II" allocations can be ordered immediately, allowing for the 3 week delivery schedule. Your allocations must be allocated to your specific Direct Accounts as soon as possible.

"Wave III" DORAL B1G1F should also be allocated to individual Direct Accounts by August 13, in order to ensure "next day" delivery of B1G1F product ordered on or after August 30.

If you have any questions, please give me a call.

Sincerely,

Mark

M. A. Young

MAY/ams

Attachments

M-4

"We work for smokers".

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Source: https://www.industrydocuments.ucsf.edu/docs/zqjn0000

MONARCH B1G1F - WAVE II

#304899/Period 308
Prebanded 12M Cases/Available Now

DIV.	FF	FF 100	LT	LT 100	LTM 100	UL 100
1222	10	13	11	6	5	10
1226	12	12	10	8	5	10
1228	12	12	10	6	5	10
1230	12	12	10	6	10	4
1232	12	12	10	6	5	10
1240	7	19	7	19	19	5
1242	2	2	2	1	1	1
TOTAL:	67	82	60	52	50	50

Pathmark (143): 15 Cartons per store

Cartons/Store:	0	5	0	5	5	0
Total Cases:	0	12	0	12	12	0

Quick Chek (98): 12 Cartons per store

Cartons/Store:	2	2	2	2	2	2
Total Cases:	5	5	5	5	5	5

Jamesway (40): 15 Cartons per store

Cartons/Store:	3	3	3	3	3	0
Total Cases:	2	2	2	2	2	0

Andy K's (10): 60 Cartons per store

Cartons/Store:	12	12	12	6	6	6
Total Cases:	2	2	2	1	1	1

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Source: https://www.industrydocuments.ucsf.edu/docs/zqjn0000

DORAL B1G1F - WAVE II

#304895/Period 308
Prebanded 12M Cases/Available Now

DIV.	FF	FF 100	LT	LT 100	LTM 100	UL 100
1222	11	14	13	13	5	11
1226	11	14	13	13	4	11
1228	10	15	13	13	5	11
1230	15	20	18	20	19	10
1232	11	14	13	13	4	11
1240	9	0	14	14	14	0
1242	7	7	9	7	9	6
TOTAL:	74	84	93	93	60	60

Pathmark (143):	12 Cartons per store					
Cartons/Store:	3	0	3	3	3	0
Total Cases:	7	0	7	7	7	0
Quick Chek (98):	9 Cartons per store					
Cartons/Store:	0	0	3	3	3	0
Total Cases:	0	0	5	5	5	0
Jamesway (40):	12 Cartons per store					
Cartons/Store:	3	0	3	3	3	0
Total Cases:	2	0	2	2	2	0
Andy K's (10):	30 Cartons per store					
Cartons/Store:	6	6	6	6	6	0
Total Cases:	1	1	1	1	1	0
Hess Mart (143):	14 Cartons per store					
Cartons/Store:	2	2	3	2	3	2
Total Cases:	6	6	8	6	8	6

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Source: https://www.industrydocuments.ucsf.edu/docs/zqjn0000

DORAL B1G1F - WAVE III

#304983/Period 308
Prebanded 12M Cases/Order On 8/30/93

DIV.	FF	FF 100	LT	LT 100	LTM	LTM 100	FFM	FFM 100	UL 100
1222	6	6	7	9	3	6	3	5	7
1226	5	6	7	9	3	6	4	5	7
1228	5	6	7	9	3	6	3	5	7
1230	5	6	6	6	8	7	9	2	3
1232	5	7	7	9	3	6	3	5	7
1240	0	0	0	0	0	0	0	0	0
1242	5	5	5	5	5	5	0	0	0
TOTAL:	31	36	39	47	25	36	22	22	31

Hess Mart (143): 12 Cartons per store

Cartons/Store:	2	2	2	2	2	2	0	0	0
Total Cases:	5	5	5	5	5	5	0	0	0

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Source: https://www.industrydocuments.ucsf.edu/docs/zqjn0000